

Message Text

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PAGE 01 LAGOS 02940 091123Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 COME-00 OPIC-06 ITC-01 JUSE-00
L-03 SS-15 SP-02 NSC-05 USIA-15 AID-05 CEA-01
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E.O. 11652 : NA
TAGS : NI, OVIP, CARTER, JIMMY)
SUB : BRIEFING PAPER FOR PRESIDENTIAL VISIT TO NIGERIA

REF : AMBASSADOR'S LETTER TO SMITH AF/W DECEMBER 12, 1977

1. EMBASSY UPDATE OF BRIEFING PAPER ON PROBLEMS OF U.S. COMPANIES IN NIGERIA IS TRANSMITTED VIA THIS CABLE. ORIGINAL PAPER WAS PREPARED FOR PRESIDENT'S VISITS SCHEDULED FOR NOVEMBER 1977. ON PAGE 2, FOLLOWING PORTIONS OF TEX SHOULD BE REVISED.
2. PARA 1-LAST SENTENCE SHOULD BE DELETED AND MADE TO READ:
IT FURTHER HURTS NIGERIA AS IT LIMITS THE COMPANIES' CAPACITY TO TRAIN NIGERIA EMPLOYEES IN TECHNICAL AND MANAGEMENT SKILLS.
3. PARA 4-PARAGRAPH SHOULD BE REWIRTTEN TO READ: IN AUGUST 1977 THE NIGERIAN GOVERNMENT ANNOUNCED A NEW POLICYAPPLYING SECONDARY BOYCOTT MEASURES AGAINST COMPANIES WISHING TO DO BUSINESS WITH NIGERIA BUT WHICH ALSO HAVE BUSINESS DEALINGS WITH SOUTH AFRICA. OTHER THAN SPORADIC ATTEMPTS TO LEVY RESTRICTIIONS ON CERTAIN AMERICAN FIRMS NEGOTIATING CONTRACTS WITH THE MINISTRY OF DEFENCE, THE GOVERNMENT HAS NEITHER FRAMED NOR IMPLEMENTED ANY ON REGULATIONS. ISSUE IS STILL UNDER STUDY. WE HAVE MADE CLEAR THAT US FIRMS ARE PROHIBITED BY LAW FROM

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PAGE 02 LAGOS 02940 091123Z

ENTERING INTO BOYCOTT AGREEMENTS. IF THE ANNOUNCED NIGERIAN POLICY COMES INTO FORCE MANY US FIRMS WOULD BE UNABLE TO OPERATE IN NIGERIA WOTHOUT VIOLATING THE US LAW AGAINST SECONDARY BOYCOTTS. THIS WOULD HAVE A SERIOUS EFFECT ON FUTURE US INVESTMENT IN AND TRADE WITH NIGERIA, RESULTING INA AN EVEN GREATER IMBALANCE IN OUR TRADE DEFICIT AND A SLOWDOWN IN THE TECHNOLOGICAL TRANSFERS WHICH THE NIGERIANS CLAMOR FOR.

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